

# **EXHIBIT 536**

SUPPLEMENT TO

# Automotive News

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# TOP 150 DEALERSHIP GROUPS

The largest auto retail groups  
based in the United States,  
ranked by unit sales  
of new vehicles in 2018





# RE-IMAGINING WHAT'S POSSIBLE

Cheers to the top 150. Without your foresight and willingness to embrace the innovations in digital car buying, the entire industry wouldn't be where we are today. From all of us, thank you for continuing to challenge and push the limits of what could be.

You ignite the industry's collective success and continue to drive us forward.

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COX AUTOMOTIVE



# Buy-sells changed market, boosted sales

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**D**ealer Rob Cochran is bullish about the dealership business. So bullish, in fact, that Cochran increased his store count by three in 2018, contributing to #1 Cochran Automotive climbing the most rungs on *Automotive News'* annual list of the top 150 dealership groups based in the U.S.

#1 Cochran, of Monroeville, Pa., vaulted 22 spots up the list, which ranks dealership groups by new-vehicle retail sales. The Pittsburgh-area retailer increased new-vehicle sales by 31 percent last year, or nearly 3,300 additional vehicles. Acquisitions were key; the company purchased two Nissan stores in April and a Toyota store in July.

"Our footprint in the market that is important to us — western Pennsylvania — is more mature now than 12 or 18 months ago," Cochran told *Automotive News*. "I expect there will be more consolidation in the dealer ranks, but ultimately, the people who win are the ones that can best take care of the customers and win loyalty."

## An active year

In an active buy-sell year, many retailers moved up or down the list. Among the top 10, two pairs of retailers swapped places.

Lithia Motors Inc. unseated Group 1 Automotive Inc. to gain the No. 3 spot. Lithia retailed 184,601 new vehicles last year, up 10 percent. Sales for Group 1 dipped 1 percent to 170,517 new vehicles.

Ken Garff Automotive Group and Larry H. Miller Dealerships also switched, with Larry H. Miller improving to No. 8 and Ken Garff dropping to No. 9. Larry H. Miller retailed 68,548 new vehicles in 2018, down a fraction of a percentage point, or 146 vehicles. Ken Garff sold 63,606 new vehicles, down 9 percent.

Otherwise, the top 10 spots on the list remained unchanged from the year prior. AutoNation Inc. and Penske Automotive Group Inc. continued as No. 1 and No. 2. Sonic Automotive Inc., Hendrick Automotive Group, Asbury Automotive Group Inc. and Staluppi Auto Group retained the same rankings as the previous year.

The top 10 groups together retailed 1,433,080 new vehicles in 2018, or 8.3 percent of the total U.S. light-vehicle market. That number also represented about 40 percent of the new vehicles retailed by the top 150 groups.

Prime Automotive Group, in Westwood, Mass., ended the year just shy of the top 10, taking the 11th slot. That was an increase of two places for Prime, which had gained 53 slots in 2017 to get to No. 13.

Some large dealership groups that may have qualified for the top 150 declined to respond to *Automotive News'* survey. They



**Dealer Rob Cochran, right, celebrates an Audi grand opening event with Scott Keogh, then Audi of America president. #1 Cochran climbed the most on the top dealerships list, helped by new stores.**

included Berkshire Hathaway Automotive, a perennial top 10 placeholder under its former ownership, Van Tuyl Group. Automotive Management Services Inc., of West Palm Beach, Fla., which provides support to the sprawling group of dealerships owned by Terry Taylor, also did not participate.

Six groups on the 2017 list did not respond for the 2018 list. Two of them — Reagor Dykes Auto Group and Momentum Auto Group — had financial and legal troubles erupt in 2018. Reagor Dykes, of Lubbock, Texas, formerly No. 131 on the list, is operating under Chapter 11 bankruptcy protection after being sued by Ford Motor Credit Co., which accused the dealership group of massive floorplan financing fraud. Momentum Auto Group, of Fairfield, Calif., No. 124 on the list in 2017, closed all of its stores after court battles began with floorplan lenders. Most stores have been placed under the direction of a court-appointed receiver, who is looking to sell the dealerships.

Ten of the top 150 groups were either new to the list or returned after an absence in 2017. The highest-ranking among those 10 were Ourisman Automotive Group, of Marlow Heights, Md., at No. 29 and Baxter Auto Group, of Omaha, Neb., at No. 33.

Other big gainers on the list included Gee Automotive Cos., which moved up 18 spots, and Open Road Auto Group, Garber Management Group and Ciocca Dealerships, each of which moved up 13 slots.

## Rapid expansion

Morgan Auto Group of Tampa, Fla., moved up 11 places to No. 24. Morgan's new-vehicle retail sales jumped by 35 percent last year, the highest percentage increase in sales of any retailer on the list. Morgan added eight dealerships in 2018.

In all, Morgan has rapidly expanded from 12 stores to 37 in five years, CEO Brett Morgan said. But he doesn't see the group continuing that rate of acquisition. And while the majority of the group's sales increase may have come from new stores, Morgan credited partnerships with vendors, increased attention to metrics, new processes and a higher level of accountability for an additional 1,000 new-vehicle sales on a same-store level.

Desirable economics drove dealership merger-and-acquisition activity in 2018, according to Erin Kerrigan, managing director of Kerrigan Advisors in Irvine, Calif., which represents dealers selling their stores. Kerrigan Advisors counted 216 dealership buy-sell transactions in 2018, up from 202 in 2017 but down from 221 in 2016.

Twelve dealership groups fell 10 spots or more in the ranking. Ken Page Auto Group, of Coral Springs, Fla., dropped 30 spots to No. 66, selling one-third fewer new vehicles. Car Pros Automotive Group dropped 28 slots to No. 84. Pierce Automotive Group fell 19 spots to No. 68.

The biggest gainer, #1 Cochran Automotive, is unlikely to repeat its degree of improvement anytime soon, Rob Cochran said. He's more focused on internal gains than buying stores.

"I've never been one to [say] we want to be this big," Cochran said. "I really just want to see us get better. If you're not going to get better, why do it?" **AN**

*Melissa Burden contributed to this report.*

## 10 largest gains in the rankings

	Dealership group	2017 rank	2018 rank	Rank change
1	#1 Cochran Automotive	93	71	22
2	Gee Automotive Cos.	70	52	18
3	Open Road Auto Group	54	41	13
3	Garber Management Group	89	76	13
3	Ciocca Dealerships	120	107	13
6	Morgan Auto Group	35	24	11
6	Criswell Automotive	114	103	11
8	Sansone Auto Network	108	100	8
9	Safford Automotive Group	136	129	7
10	Napleton Automotive Group	26	20	6
10	Kahlig Auto Group	57	51	6
10	Sam Pack Auto Group	86	80	6
10	Don Davis Auto Group	145	139	6
10	Kunes Country Auto Group	150	144	6

## Top 10 average new retail units per dealership

	Dealership group	Average new retail units per dealership	Total number of dealerships
1	Bomnin Auto Group	3,441	3
2	Galpin Motors Inc.	3,303	7
3	Piercey Automotive Group	2,963	5
4	Cavender Auto Family	2,955	3
5	David Wilson Automotive Group†	2,841	16
6	World Class Automotive Group	2,580	6
7	FRL Automotive	2,403	3
8	Keyes Automotive Group	2,303	15
9	John Elway Dealerships	2,280	6
10	Jim Koons Automotive Cos.	2,216	17

†Includes data for dealerships outside the U.S.

## Top 10 number of dealerships added

	Dealership group	Number of dealerships in 2018	Number of dealerships in 2017	Number of dealerships added
1	Lithia Motors Inc.†	181	169	12
2	Group 1 Automotive Inc.††	183	173	10
2	Island Auto Group	38	28	10
4	Morgan Auto Group	37	29	8
5	Garber Management Group	51	44	7
6	Byers Automotive Group	15	9	6
6	Napleton Automotive Group	48	42	6
8	RML Automotive	35	30	5
8	Zeigler Auto Group	28	23	5
10	Serra Automotive Inc.	43	39	4

†Publicly held

†Includes data for dealerships outside the U.S.

## 10 largest declines in the rankings

	Dealership group	2017 rank	2018 rank	Rank change
1	Ken Page Auto Group	36	66	-30
2	Car Pros Automotive Group	56	84	-28
3	Piercey Automotive Group	49	68	-19
4	Crain Automotive Team	107	123	-16
5	Bergstrom Automotive	76	89	-13
5	Gunn Automotive Group	102	115	-13
5	Continental Motors Group	105	118	-13
8	Potamkin Automotive Group Inc.	31	43	-12
8	Rusnak Auto Group	74	86	-12
10	McCombs Automotive	67	78	-11

## Top 10 number of dealerships

	Dealership group	Number of dealerships
1	Penske Automotive Group Inc.††	280
2	AutoNation Inc.†	244
3	Group 1 Automotive Inc.††	183
4	Lithia Motors Inc.†	181
5	Sonic Automotive Inc.†	104
6	Hendrick Automotive Group	96
7	Asbury Automotive Group, Inc.†	83
8	Larry H. Miller Dealerships	63
9	Prime Automotive Group	57
10	Greenway Automotive†	55

†Publicly held

†Includes data for dealerships outside the U.S.

## Top 10 average revenue per dealership

	Dealership group	Average revenue per dealership	Total number of dealerships
1	Cavender Auto Family	\$216,915,475	3
2	World Class Automotive Group	\$191,265,594	6
3	Braman Dealerships	\$181,197,328	11
4	Sam Pack Auto Group	\$172,570,575	6
5	Galpin Motors Inc.	\$169,045,592	7
6	Bomnin Auto Group	\$167,503,148	3
7	Bommarito Automotive Group	\$151,826,499	17
8	David Wilson Automotive Group†	\$138,893,508	16
9	Courtesy Automotive Group	\$137,162,816	4
10	Jim Koons Automotive Cos.	\$136,178,453	17

†Includes data for dealerships outside the U.S.



# Top 150 dealership groups based in the U.S. – ranked on 2018 new-vehicle retail sales units

2018 rank	Dealership group	Address	Top executive	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total units	Total number of dealerships	Group revenue all departments*	2017 rank
1	<b>AutoNation Inc.†</b> (954) 769-7000; autonation.com	200 S.W. 1st Ave. Fort Lauderdale, FL 33301	Carl Liebert president & CEO	310,839	237,722	2,901	62,014	613,476	244	\$21,412,800,000	1
2	<b>Penske Automotive Group Inc.††</b> (248) 648-2500; penskeautomotive.com	2555 Telegraph Road Bloomfield Hills, MI 48302	Roger Penske chairman & CEO	236,000	282,500	3,700	121,900	644,100	280	\$22,784,996,000	2
3	<b>Lithia Motors Inc.†</b> (541) 776-6401; lithia.com	150 N. Bartlett St. Medford, OR 97501	Bryan DeBoer president & CEO	184,601	151,234	3,852	50,860	390,547	181	\$11,821,352,215	4
4	<b>Group 1 Automotive Inc.††</b> (713) 647-5700; group1auto.com	800 Gessner, Ste. 500 Houston, TX 77024	Earl Hesterberg president & CEO	170,517	147,999	–	53,887	372,403	183	\$11,601,358,000	3
5	<b>Sonic Automotive Inc.†</b> (704) 566-2400; sonicautomotive.com	4401 Colwick Road Charlotte, NC 28211	David Smith CEO	122,717	139,605	–	34,167	296,489	104	\$9,951,630,000	5
6	<b>Hendrick Automotive Group</b> (704) 568-5550; hendrickauto.com	6000 Monroe Road Charlotte, NC 28212	Rick Hendrick chairman	111,845	94,248	26,082	51,723	283,898	96	\$9,506,817,123	6
7	<b>Asbury Automotive Group Inc.†</b> (770) 418-8200; asburyauto.com	2905 Premiere Pkwy., Ste. 300 Duluth, GA 30097	David Hult president & CEO	105,275	82,377	–	–	187,652	83	\$6,874,400,000	7
8	<b>Larry H. Miller Dealerships</b> (801) 304-4900; lhmauto.com	9350 S. 150 E., Ste. 500 Sandy, UT 84070	Clark Whitworth CEO	68,548	53,753	3,049	57,356	182,706	63	\$5,340,217,239	9
9	<b>Ken Garff Automotive Group</b> (801) 257-3400; kengarff.com	111 E. Broadway, Ste. 900 Salt Lake City, UT 84111	Robert Garff chairman	63,606	42,444	10,198	24,106	140,354	50	\$4,643,671,730	8
10	<b>Staluppi Auto Group</b> (561) 844-7148; atlanticautogroup.net	133 U.S. Hwy. One North Palm Beach, FL 33408	John Staluppi & John Staluppi Jr., CEOs	59,132	23,489	1,716	16,123	100,460	41	\$2,952,226,657	10
11	<b>Prime Automotive Group</b> (617) 469-1000; driveprime.com	375 Providence Hwy. Westwood, MA 02090	David Rosenberg president & CEO	45,665	33,962	1,345	27,043	108,015	57	\$3,293,863,300	13
12	<b>David Wilson Automotive Group†</b> (714) 516-3111; wilsonautomotivegroup.net	1400 N. Tustin Orange, CA 92867	Craig Whetter president	45,449	17,663	–	10,618	73,730	16	\$2,222,296,122	12
13	<b>Greenway Automotive†</b> (407) 275-3200; greenway.com	9001 E. Colonial Drive Orlando, FL 32817	Frank Rodriguez & Carl Atkinson, principals	40,822	32,421	–	15,133	88,376	55	\$2,229,857,473	11
14	<b>Jim Koons Automotive Cos.</b> (703) 448-7000; koons.com	2000 Chain Bridge Road Vienna, VA 22182	James Koons chairman	37,671	23,825	–	12,922	74,418	17	\$2,315,033,703	17
15	<b>Victory Automotive Group</b> (734) 495-3500; victoryautomotivegroup.com	46352 Michigan Ave. Canton, MI 48188	Jeffrey Cappo president	37,093	19,718	–	15,373	72,184	42	\$1,864,567,546	15
16	<b>Suburban Collection</b> (248) 519-9700; suburbancollection.com	1795 Maplelawn Troy, MI 48084	David Fischer chairman & CEO	35,804	23,228	4,835	7,096	70,963	45	\$2,619,738,317	14
17	<b>Servo Pacific Inc.†</b> (808) 564-1300; servco.com	P.O. Box 2788 Honolulu, HI 96803	Mark Fukunaga chairman & CEO	35,406	13,993	1,767	7,578	58,744	27	\$1,630,502,000	20
18	<b>Earnhardt Auto Centers</b> (480) 893-0000; earnhardt.com	7300 W. Orchid Lane Chandler, AZ 85226	Hal Earnhardt III president	35,134	17,933	–	13,031	66,098	24	\$1,696,748,895	21
19	<b>Keyes Automotive Group</b> (818) 907-4456; keyescars.com	5855 Van Nuys Blvd. Van Nuys, CA 91401	Howard Keyes president	34,542	15,597	–	6,957	57,096	15	\$2,024,556,923	16
20	<b>Mapleton Automotive Group</b> (630) 530-3955; ednapleton.com	One Oakbrook Terrace, Ste. 600 Oakbrook Terrace, IL 60181	Edward Napleton president	32,451	26,975	8,155	15,975	83,556	48	\$2,366,563,822	26
21	<b>Herb Chambers Cos.</b> (617) 666-8333; herbachambers.com	259 McGrath Hwy. Somerville, MA 02143	Herb Chambers chairman & president	32,304	23,563	–	40,108	95,975	52	\$2,637,119,886	19
22	<b>Ganley Auto Group</b> (440) 584-8200; ganleyauto.com	8748 Brecksville Road, Ste. 210 Brecksville, OH 44141	Kenneth Ganley president & CEO	31,887	20,296	9	13,367	65,559	36	\$1,761,425,855	25
23	<b>Holman Automotive Group Inc.</b> (856) 663-5200; holmanauto.com	4001 Leadenhall Road Mount Laurel, NJ 08054	Brian Bates CEO	31,337	28,147	1,112	13,328	73,924	33	\$3,081,877,736	18
24	<b>Morgan Auto Group</b> (813) 434-1982; morganautogroup.com	3031 N. Rocky Point Dr. W., Ste. 770 Tampa, FL 33607	Brett Morgan CEO	31,178	25,066	–	17,795	74,039	37	\$1,987,639,860	35
25	<b>West-Herr Automotive Group Inc.</b> (716) 926-7052; westherr.com	3552 Southwestern Blvd. Orchard Park, NY 14127	Scott Bieler president	29,272	22,094	382	23,518	75,266	22	\$2,062,315,796	22

\*Includes new, used, fleet, wholesale, F&I, body shop, parts and service departments. May also include revenue from affiliated operations, such as rentals, or commercial-vehicle or non-auto dealerships.

†Publicly held

#Figures include data for dealerships outside the U.S.

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# Top 150 dealership groups based in the U.S. – ranked on 2018 new-vehicle retail sales units

2018 rank	Dealership group	Address	Top executive	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total units	Total number of dealerships	Group revenue all departments*	2017 rank
26	<b>Serra Automotive Inc.</b> (810) 936-2730; serrausa.com	102 Silver Lake Road Fenton, MI 48430	Joseph Serra president	28,636	26,835	9	6,335	61,815	43	\$1,786,006,971	23
27	<b>Findlay Automotive Group</b> (702) 558-8888; findlayauto.com	310 N. Gibson Road Henderson, NV 89014	Cliff Findlay president	28,136	17,513	238	11,484	57,371	34	\$1,866,353,742	27
28	<b>RML Automotive</b> (469) 671-0730; rmlauto.com	1547 S. Stemmons Fwy. Lewisville, TX 75067	Robert Johnson & Thomas McLarty III, principals	27,396	19,531	–	14,908	61,835	35	\$1,810,091,695	28
29	<b>Ourisman Automotive Group</b> (301) 423-4000; ourisman.com	4400 Branch Ave. Marlow Heights, MD 20748	Ourisman/Korengold owners	26,856	20,151	410	8,594	56,011	23	\$1,456,662,988	–
30	<b>McLarty Automotive†</b> (501) 371-3830; mclartyautogroup.com	425 W. Capitol Ave. Little Rock, AR 72201	Mark McLarty chairman	25,449	28,450	–	–	53,899	31	\$1,458,349,211	24
31	<b>Mac Haik Auto Group</b> (713) 932-5000; machaik.com	10333 Katy Fwy. Houston, TX 77024	Mac Haik owner	25,077	18,368	3,085	8,150	54,680	16	\$1,909,335,906	30
32	<b>Sheehy Auto Stores</b> (703) 802-3480; sheehy.com	12701 Fair Lakes Circle, Ste. 250 Fairfax, VA 22033	Vincent Sheehy president	23,772	20,383	1,438	7,916	53,509	22	\$1,491,527,000	29
33	<b>Baxter Auto Group</b> (402) 493-7800; baxterauto.com	17950 Burt St. Omaha, NE 68118	Mickey Anderson president	23,417	17,452	246	10,594	51,709	20	\$1,580,114,166	–
34	<b>Galpin Motors Inc.</b> (818) 787-3800; galpin.com	15505 Roscoe Blvd. North Hills, CA 91343	Herbert Boeckmann II owner & CEO	23,121	7,134	241	5,144	35,640	7	\$1,183,319,143	32
35	<b>Braman Dealerships</b> (305) 576-1889; bramanmiami.com	2060 Biscayne Blvd. Miami, FL 33137	Norman Braman chairman	22,920	13,544	–	8,617	45,081	11	\$1,993,170,603	37
36	<b>RFJ Auto Partners Holdings Inc.</b> (469) 326-9300; rfjauto.com	500 N. Central Expressway, Ste. 320 Plano, TX 75074	Richard Ford president & CEO	22,807	20,870	23,128	7,961	74,766	23	\$2,366,471,406	34
37	<b>Performance Automotive Network</b> (513) 870-5000; shoppperformance.com	5726 Dixie Hwy. Fairfield, OH 45014	Michael Dever president	22,687	25,053	746	7,365	55,851	15	\$1,484,250,834	40
38	<b>Fletcher Jones Automotive Group</b> (702) 739-9800; fletcherjones.com	7300 W. Sahara Ave. Las Vegas, NV 89117	Fletcher Jones Jr. chairman	21,983	14,109	2,018	8,285	46,395	18	\$2,355,163,319	33
39	<b>Rick Case Automotive Group</b> (954) 377-7400; rickcase.com	14500 W. Sunrise Blvd. Sunrise, FL 33323	Rick Case chairman & CEO	21,944	18,428	–	–	40,372	17	\$1,053,344,069	39
40	<b>Jeff Wyler Automotive Family Inc.</b> (513) 752-7450; wyler.com	401 Milford Pkwy., Ste. A Milford, OH 45150	Jeffrey Wyler chairman & CEO	21,742	16,296	962	8,678	47,678	17	\$1,378,734,663	41
41	<b>Open Road Auto Group</b> (732) 650-1550; openroad.com	400 U.S. Hwy. 22 Bridgewater, NJ 08807	W. Rodman Ryan CEO	21,421	11,530	–	3,028	35,979	20	\$1,647,667,935	54
42	<b>DARCARS Automotive Group</b> (301) 625-5700; darcars.com	7550 Wisconsin Ave., 6th Floor Bethesda, MD 20814	John Darvish president & CEO	21,416	12,658	–	9,127	43,201	24	\$1,327,850,406	38
43	<b>Potamkin Automotive Group Inc.</b> (305) 779-4061; potamkin.com	5800 N.W. 171st Miami Lakes, FL 33015	Alan & Robert Potamkin co-chairmen	21,219	9,161	–	6,839	37,219	19	\$1,145,978,257	31
44	<b>Priority Auto Group</b> (757) 366-5000; PriorityAuto.com	1800 Greenbrier Pkwy. Chesapeake, VA 23320	Dennis Ellmer CEO	20,127	13,687	–	6,452	40,266	21	\$1,152,804,538	42
45	<b>Ray Catena Motor Car Corp.</b> (732) 549-6600; raycatena.com	910 Route One Edison, NJ 08817	Raymond Catena owner	19,848	7,118	–	4,015	30,981	16	\$1,545,705,808	44
46	<b>Summit Automotive Partners</b> (303) 209-3965; summit-ap.com	10301 E. Arapahoe Road, Ste. 200 Centennial, CO 80112	William Carmichael president & CEO	19,834	13,982	3,767	7,253	44,836	18	\$1,263,515,318	43
47	<b>Chapman Automotive Group</b> (480) 970-0740; chapmanchoice.com	P.O. Box 12375 Tempe, AZ 85284	John & Ted Chapman CEOs	19,595	26,447	614	8,660	55,316	26	\$1,620,083,618	50
47	<b>Island Auto Group</b> (718) 979-0934; islandautogroup.com	1580 Hyman Blvd. Staten Island, NY 10305	Josh Aaronson, Ron Baron & Marcello Sciarino, owners	19,595	14,974	–	8,434	43,003	38	\$1,078,902,732	47
49	<b>Premier Automotive</b> (504) 940-0000; premierautomotive.com	13040 I-10 Service Road New Orleans, LA 70128	Troy Duhan owner	19,061	17,793	536	5,840	43,230	19	\$1,259,520,076	45
50	<b>Keating Auto Group</b> (361) 485-0569; keatingcareers.com	5802 N. Navarro Victoria, TX 77904	Ben Keating president	19,007	8,915	–	7,334	35,256	16	\$1,204,825,347	52

\*Figures include data for dealerships outside the U.S.

\*Includes new, used, fleet, wholesale, F&amp;I, body shop, parts and service departments. May also include revenue from affiliated operations, such as rentals, or commercial-vehicle or non-auto dealerships.

# Top 150 dealership groups based in the U.S. – ranked on 2018 new-vehicle retail sales units

2018 rank	Dealership group	Address	Top executive	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total units	Total number of dealerships	Group revenue all departments*	2017 rank
51	<b>Kahlig Auto Group</b> (210) 426-3350; kahligauto.com	9207 San Pedro San Antonio, TX 78216	Clarence Kahlig II president	18,921	15,878	533	–	35,332	14	\$1,558,010,000	57
52	<b>Gee Automotive Cos.</b> (866) 640-8859; geeautomotive.com	21502 E. George Gee Ave. Liberty Lake, WA 99019	Ryan Gee CEO	18,888	14,686	869	9,008	43,451	24	\$1,340,309,133	70
53	<b>Bob Rohrman Auto Group</b> (765) 448-1000; rohrman.com	3900 South St. Lafayette, IN 47905	Robert Rohrman president & owner	18,776	14,846	–	5,943	39,565	27	\$1,099,404,198	51
54	<b>Sullivan Automotive Group</b> (310) 829-1888; lacarguy.com	2440 Santa Monica Blvd. Santa Monica, CA 90404	Michael Sullivan president & managing member	18,739	7,952	186	2,318	29,195	11	\$1,019,603,609	46
55	<b>Lia Auto Group</b> (518) 489-2111; liacars.com	1258 Central Ave. Albany, NY 12205	William Lia Sr. president	18,333	10,682	–	10,104	39,119	21	\$984,237,948	48
56	<b>Walser Automotive Group</b> (952) 929-3535; walser.com	7700 France Ave. S. Edina, MN 55435	Andrew Walser CEO	17,745	19,914	–	9,012	46,671	25	\$1,331,473,166	53
57	<b>LaFontaine Automotive Group</b> (248) 887-4747; thefamilydeal.com	4000 W. Highland Road Highland, MI 48357	Michael LaFontaine Sr. owner	16,909	9,143	431	5,052	31,535	17	\$1,007,844,649	61
58	<b>Zeigler Auto Group</b> (269) 488-2271; zeigler.com	4201 Stadium Drive Kalamazoo, MI 49008	Aaron Zeigler president	16,851	16,619	–	6,059	39,529	28	\$1,214,451,621	62
59	<b>Piazza Auto Group</b> (610) 630-7911; piazzaautogroup.com	401 S. Schuylkill Ave. Norristown, PA 19403	Vince Piazza president	16,191	10,521	58	7,456	34,226	22	\$1,000,957,389	60
60	<b>Tuttle-Click Automotive Group</b> (949) 598-4800; tuttleclick.com	41 Auto Center Drive Irvine, CA 92618	Robert Tuttle & James Click co-managing partners	15,901	7,172	1,236	5,873	30,182	16	\$956,329,695	55
61	<b>Balise Motor Sales Co.</b> (413) 733-8604; baliseauto.com	122 Doty Circle West Springfield, MA 01089	James Balise Jr. owner	15,839	17,230	346	7,934	41,349	26	\$1,047,707,716	58
62	<b>John Eagle Auto Group</b> (214) 357-0461; johneagle.com	P.O. Box 7007 Dallas, TX 75209	John Eagle CEO	15,822	11,981	–	5,870	33,673	13	\$1,163,715,264	59
63	<b>Cardinale Group</b> (831) 383-5319; Cardinale-Group.com	3239 Innjin Road Marina, CA 93933	Joseph A. Cardinale chairman	15,599	26,068	–	4,718	46,385	22	\$1,120,828,835	–
64	<b>World Class Automotive Group</b> (214) 560-1602; reedhasit.com	P.O. Box 1047 Addison, TX 75001	Randall Reed CEO	15,478	7,418	1,233	5,571	29,700	6	\$1,147,593,565	64
65	<b>Gettel Automotive</b> (941) 921-2655; gettel.com	5959 E. SR 64 Bradenton, FL 34208	James Gettel president	15,259	10,891	32	8,664	34,846	16	\$941,384,059	68
66	<b>Ken Page Auto Group</b> (954) 509-3260	9400 W. Atlantic Blvd. Coral Springs, FL 33071	Kenneth Page president	15,062	6,299	689	5,806	27,856	13	\$714,575,417	36
67	<b>Anderson Automotive Group</b> (919) 787-0099; andersonautomotivegroup.com	9101 Glenwood Ave. Raleigh, NC 27617	Fred Anderson CEO	14,960	11,877	–	6,371	33,208	11	\$852,760,499	66
68	<b>Piercey Automotive Group</b> (949) 369-6000; pierceyautogroup.com	16901 Millikan Ave. Irvine, CA 92606	William Piercey chairman	14,813	5,395	–	2,756	22,964	5	\$637,192,422	49
69	<b>Rosatti/Plaza Auto Group</b> (718) 253-8400; plazautomall.com	2740 Nostrand Ave. Brooklyn, NY 11210	John Rosatti president	14,585	2,762	–	3,194	20,541	8	\$517,813,552	65
70	<b>Bommarito Automotive Group</b> (636) 391-7200; bommarito.com	15736 Manchester Road Ellisville, MO 63011	John Bommarito president	14,483	11,494	45,639	4,934	76,550	17	\$2,581,050,490	69
71	<b>#1 Cochran Automotive</b> (877) 262-4726; cochran.com	4520 William Penn Hwy. Monroeville, PA 15146	Robert Cochran president & CEO	14,001	10,106	–	6,221	30,328	23	\$838,838,057	93
72	<b>Chapman Auto Group</b> (267) 960-1700; chapmanautogroup.com	1170 Easton Road Horsham, PA 19044	Randy Chapman CEO	13,990	4,547	–	2,014	20,551	9	\$627,450,812	71
73	<b>Curry Automotive</b> (914) 725-3500; curryauto.com	727 Central Ave. Scarsdale, NY 10583	Bernard F. Curry III CEO	13,719	6,562	–	4,506	24,787	11	\$733,375,167	75
74	<b>Feldman Automotive Group</b> (248) 573-0321; feldmanautomotive.com	30400 Lyon Center Drive E. New Hudson, MI 48165	Jay Feldman chairman & CEO	13,712	9,523	–	4,018	27,253	10	\$918,250,000	–
75	<b>John Elway Dealerships</b> (602) 381-6594; elwaydealers.com	2425 E. Camelback Road, Ste. 1155 Phoenix, AZ 85016	Mitch Pierce CEO	13,679	5,641	1,147	4,273	24,740	6	\$782,750,414	72

\*Includes new, used, fleet, wholesale, F&I, body shop, parts and service departments. May also include revenue from affiliated operations, such as rentals, or commercial-vehicle or non-auto dealerships.



# Top 150 dealership groups based in the U.S. – ranked on 2018 new-vehicle retail sales units

2018 rank	Dealership group	Address	Top executive	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total number of dealerships	Group revenue all departments*	2017 rank
76	<b>Garber Management Group</b> (989) 790-9090; garberauto.com	999 S. Washington Ave. Saginaw, MI 48601	Richard Garber president	13,446	23,265	3,265	10,876	50,852	\$1,173,005,460	89
77	<b>Gillman Cos.</b> (713) 776-7000; gillmanauto.com	10595 W. Sam Houston Pkwy. S. Houston, TX 77099	Stacey Gillman-Wimbish president & CEO	13,425	9,537	–	2,700	25,662	\$711,667,101	73
78	<b>McCombs Automotive</b> (210) 821-6523; redmccombs.com	755 E. Mulberry Ave., Ste. 600 San Antonio, TX 78212	Tim Oliver COO	13,385	11,494	89	5,617	30,585	\$917,089,000	67
79	<b>Kenwood Dealer Group Inc.</b> (513) 683-5484; cincyautos.com	4780 Socialville Foster Road Mason, OH 45040	Robert Reichert chairman	13,208	13,606	–	–	26,814	\$797,364,680	79
80	<b>Sam Pack Auto Group</b> (888) 478-0654; sampack.com	2070 Diplomat Drive Farmers Branch, TX 75234	Sam Pack dealer principal	13,056	7,866	5,339	3,619	29,880	\$1,035,423,448	86
81	<b>Wilde Automotive Group</b> (262) 513-2770; wildeauto.com	1710 A Hwy. 164 Waukesha, WI 53186	Mark Wilde vp	12,910	14,754	–	6,503	34,167	\$888,149,870	77
82	<b>Fernan Automotive Group</b> (813) 251-2765; ferman.com	1306 W. Kennedy Blvd. Tampa, FL 33606	James Ferman Jr. president & CEO	12,907	11,534	1,250	5,762	31,453	\$918,791,000	83
83	<b>Fox Motors</b> (616) 774-4044; foxmotors.com	200 Ottawa Ave., Ste. 800 Grand Rapids, MI 49503	Daniel DeVos chairman & CEO	12,861	12,425	814	3,780	29,880	\$915,252,745	80
84	<b>Car Pros Automotive Group</b> (253) 681-6376; carpros.com	181 S. 333rd St., Ste. 210 Federal Way, WA 98003	Matthew Phillips president	12,272	5,556	–	4,207	22,035	\$525,911,899	56
85	<b>Colonial Automotive Group</b> (781) 431-9790; buycolonial.com	171 Great Road Acton, MA 01720	Lawrence Gordon president & CEO	12,245	7,290	545	6,111	26,191	\$748,060,507	87
86	<b>Rusnak Auto Group</b> (626) 449-0770; rusnakonline.com	267-337 W. Colorado Blvd. Pasadena, CA 91105	Paul Rusnak chairman	12,085	4,926	–	2,149	19,160	\$1,107,401,252	74
87	<b>Rosenthal Automotive Organization</b> (703) 553-4300; rosenthalauto.com	1902 Association Drive Reston, VA 20191	Robert Rosenthal chairman & CEO	11,876	9,865	–	–	21,741	\$941,197,465	82
88	<b>Fitzgerald Auto Malls</b> (301) 881-4000; fitzmall.com	11411 Rockville Pike Rockville, MD 20852	John Fitzgerald Jr. president	11,748	9,604	292	3,493	25,137	\$719,147,000	78
89	<b>Bergstrom Automotive</b> (920) 725-4444; bergstromauto.com	One Neenah Center Neenah, WI 54956	John Bergstrom chairman & CEO	11,746	12,049	702	7,583	32,080	\$1,015,691,247	76
90	<b>Reedman-Toll Auto World</b> (215) 757-4961; reedmantoll.com	1700 E. Lincoln Hwy. Langhorne, PA 19047	Bruce Toll dealer principal	11,351	5,627	–	4,395	21,373	\$616,631,623	84
91	<b>Ancira Enterprises</b> (210) 558-5324; ancira.com	10855 IH 10 W. San Antonio, TX 78230	Ernesto Ancira Jr. president	11,270	5,632	5,749	4,213	26,864	\$830,392,022	91
92	<b>Kelly Automotive Group</b> (978) 774-1000; kellyauto.com	155 Andover St., Rte. 114 Danvers, MA 01923	Brian Kelly president & CEO	11,139	4,784	–	4,847	20,770	\$563,382,166	94
93	<b>Boucher Group Inc.</b> (414) 427-4141; boucher.com	4141 S. 108th St. Greenfield, WI 53228	Gordon Boucher CEO	10,912	11,366	565	6,394	29,237	\$819,372,000	85
94	<b>Future Automotive Group</b> (916) 786-3673; futureautomotivegroup.com	650 Auto Mall Drive Roseville, CA 95661	G. Steven Pleau president	10,555	7,167	1,375	5,660	24,757	\$795,014,685	88
95	<b>Bornin Auto Group</b> (305) 235-8200; BorninChevrolet.com	11701 S.W. 152 St. Miami, FL 33177	Arnaldo Bornin owner & CEO	10,322	5,497	62	1,472	17,353	\$502,509,443	–
96	<b>Mullinax Automotive</b> (407) 889-7600; mullinaxford.com	1551 E. Senoran Apopka, FL 32703	Jerry & Larry Mullinax owners	10,313	14,629	944	4,204	30,090	\$840,488,256	98
97	<b>Price Simms Auto Group</b> (415) 808-4800; pricesimmsinc.com	135 E. Sir Francis Drake Blvd. Larkspur, CA 94939	Tom Price chairman & CEO	10,244	7,588	426	2,410	20,668	\$749,853,857	100
98	<b>Ed Morse Automotive Group</b> (800) 336-6773; edmorse.com	2850 S. Federal Hwy. Delray Beach, FL 33483	Edward Morse III chairman & CEO	9,899	5,781	12,485	4,198	32,363	\$1,106,859,155	96
99	<b>Morrie's Automotive Group</b> (952) 544-0376; morries.com	12520 Wayzata Blvd. Minnetonka, MN 55305	Karl Schmidt CEO	9,741	15,316	–	–	25,057	\$820,440,000	97
100	<b>Sansone Auto Network</b> (732) 587-1100; sansoneauto.com	90-100 Route 1 N. Avenel, NJ 07001	John Pugliese president & CEO	9,337	2,734	–	1,720	13,791	\$386,171,171	108

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2018 rank	Dealership group	Address	Top executive	Total new retail units	Total fleet used units	Total wholesale units	Total number of dealerships	2017 rank
101	<b>Huffines Auto Dealerships</b> (972) 867-6000; huffines.net	4500 W. Plano Pkwy. Plano, TX 75093	S. Ray Huffines owner & CEO	9,313	6,349	4,398	20,865	15
102	<b>Phil Smith Automotive Group</b> (954) 867-1234; philsmithauto.com	4250 N. Federal Hwy. Lighthouse Point, FL 33064	Michael Dayhoff president & CEO	9,279	5,776	3,886	19,005	19
103	<b>Criswell Automotive</b> (301) 948-0880; criswellauto.com	503 Quince Orchard Road Gaithersburg, MD 20878	Harry Criswell III dealer	9,251	3,463	2,272	15,309	11
104	<b>Fletcher Auto Group</b> (501) 352-3954; fletcherauto.com	808 Silverwood Trail North Little Rock, AR 72116	Frank Fletcher CEO	9,103	7,089	6,148	22,340	23
105	<b>Phil Long Dealerships</b> (719) 575-7000; phillong.com	1212 A Motor City Drive Colorado Springs, CO 80905	Gerald Cimino CEO	9,020	9,069	6,237	25,300	20
106	<b>Hertrich Family of Auto Dealerships</b> (302) 629-5100; hertrichs.com	26905 Sussex Hwy. Seaford, DE 19973	Frederick Hertrich III president	8,876	8,090	6,771	26,949	23
107	<b>Ciocca Dealerships</b> (215) 529-7534; cioccadealerships.com	750 S. West End Blvd. Quakertown, PA 18951	Gregg R. Ciocca CEO	8,873	7,794	3,916	21,109	14
108	<b>Cavender Auto Family</b> (210) 681-6601; cavenderauto.com	5730 N.W. Loop 410 San Antonio, TX 78238	Stephen & Rick Cavender dealers	8,865	8,252	3,943	21,970	3
109	<b>Lou Fusz Automotive Network Inc.</b> (314) 994-1500; fusz.com	925 N. Lindbergh Blvd. St. Louis, MO 63141	Randy Fusz president	8,793	7,855	4,570	22,647	11
110	<b>Blaise Alexander Family Dealerships</b> (570) 546-4925; blaisalexander.com	10 Alexander Drive Muncy, PA 17756	Blaise Alexander owner & president	8,723	9,736	6,924	25,383	18
111	<b>Byers Automotive Group</b> (614) 228-5111; byersauto.com	427 S. Hamilton Road Columbus, OH 43213	George Byers chairman	8,675	7,296	5,604	22,854	15
112	<b>Carter Myers Automotive</b> (434) 220-8815; cmacars.com	100 Myers Drive Charlottesville, VA 22901	Liza Borches president & CEO	8,564	4,995	3,911	17,470	13
113	<b>Romano Auto Dealerships</b> (315) 637-4491; romanocars.com	5431 N. Burdick St. Fayetteville, NY 13066	Michael J. & Joseph J. Romano co-owners	8,562	3,243	4,536	16,341	7
114	<b>AutoFair Automotive Group</b> (603) 634-1000; autofair.com	1477 S. Willow St. Manchester, NH 03103	H. Andy Crews president & CEO	8,556	7,725	4,933	21,214	8
115	<b>Gunn Automotive Group</b> (210) 472-2501; gunnauto.com	227 Broadway San Antonio, TX 78205	Sean Gunn CEO	8,502	6,906	3,559	21,180	6
116	<b>Holler Classic Automotive Group</b> (407) 645-1331; hollerclassic.com	P.O. Box 1720 Winter Park, FL 32790	Judi Holler president	8,390	8,271	7,110	23,771	8
117	<b>Headquarter Automotive</b> (305) 423-4616; headquarterauto.com	5895 N.W. 167th St. Miami, FL 33015	Jeronimo M. Esteve CEO	8,378	3,175	2,748	14,301	4
118	<b>Continental Motors Group</b> (331) 281-0339; continentalmotors.com	460 Fort Hill Drive Naperville, IL 60540	John Weinberger CEO	8,271	5,493	2,550	16,314	8
119	<b>Serra Automotive Group</b> (205) 836-6775; serraautomotive.com	9709 Parkway E., Ste. D Birmingham, AL 35215	Anthony Serra CEO	8,249	6,315	3,770	18,334	24
120	<b>Richardson &amp; Partners</b> (505) 292-0000; rich-ford.com	8601 Lomas Blvd. N.E. Albuquerque, NM 87112	Kevin Blewett president	8,190	5,546	3,851	18,878	7
121	<b>Bobby Rahal Automotive Group</b> (717) 691-5600; bobbyrahal.com	6715 Carlisle Pike Mechanicsburg, PA 17050	Ron Ferris CEO	7,785	7,281	5,080	20,837	10
122	<b>Bob Moore Auto Group</b> (405) 605-2363; bobmoore.com	P.O. Box 3206 Oklahoma City, OK 73102	Mark Moore CEO	7,739	10,856	3,491	22,965	15
123	<b>Crain Automotive Team</b> (501) 542-5000; crainteam.com	5980 Wadley Road Sherwood, AR 72120	Larry Crain Sr. chairman	7,634	9,073	6,613	23,725	18
124	<b>Bowers Automotive Group</b> (423) 664-5790; bowersag.com	2146 Chapman Road Chattanooga, TN 37421	Bradley Cobb president	7,588	6,387	3,078	17,155	11
125	<b>Russ Darrow Group Inc.</b> (262) 250-9600; russdarrow.com	W133 N8569 Executive Pkwy. Menomonee Falls, WI 53051	Russell Darrow Jr. chairman & CEO	7,583	12,301	4,126	24,010	23

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126	<b>World Auto Group</b> (973) 442-0500; denvillenissan.com	3057 Rte. 10 E. Denville, NJ 07834	Albert & Chris Preziosi owners	7,581	2,251	–	5,877	15,709	\$460,783,998	121
127	<b>FRL Automotive</b> (305) 652-6500; toyotaofnorthmiami.com	16600 N.W. 2nd Ave. Miami, FL 33169	Eric Friedman president	7,209	2,955	–	1,773	11,937	\$322,071,351	130
128	<b>Yark Automotive Group Inc.</b> (419) 841-7771; yarkauto.com	6019 W. Central Ave. Toledo, OH 43615	John Yark president	7,097	6,198	–	1,470	14,765	\$446,720,699	128
129	<b>Safford Automotive Group</b> (703) 866-1700; saffordauto.com	7611 Loisdale Road Springfield, VA 22150	James Gramm president	6,905	4,389	2	3,961	15,257	\$475,249,155	136
130	<b>Betten Baker Auto Group</b> (231) 759-5875; bettenbaker.com	2501 Henry St. Muskegon, MI 49441	Chris Baker president	6,839	9,438	–	2,632	18,909	\$504,805,569	–
131	<b>Gilchrist Automotive</b> (817) 596-5700; gilchristautomotive.com	3000 Fort Worth Hwy. Weatherford, TX 76087	Charlie Gilchrist CEO	6,833	4,660	1,016	3,391	15,900	\$535,771,172	–
132	<b>Murgado Automotive Group</b> (305) 856-3000; brickellmotors.com	665 S.W. 8 St. Miami, FL 33130	Mario Murgado president & CEO	6,634	2,758	–	2,459	11,851	\$390,750,167	135
133	<b>Noarus Auto Group</b> (310) 258-0920; noarus.com	9670 Trask Ave. Garden Grove, CA 92844	Norris Bishton Jr. president	6,591	3,183	–	1,615	11,389	\$327,974,755	129
134	<b>AutoFocus Inc.</b> (408) 819-0460; capitoltoyota.com	2800 W. March Lane, Ste. 430 Stockton, CA 95219	Jerry Brassfield CEO	6,423	2,606	–	1,085	10,114	\$298,618,031	137
135	<b>JG Auto Group</b> (210) 829-1800	153 Treeline Park, Ste. 300 San Antonio, TX 78209	Jack Guenther Jr. president	6,297	5,202	–	–	11,499	\$475,806,476	127
136	<b>Martin Management Group</b> (270) 783-8080; martingp.com	1048 Ashley St., Ste. 401 Bowling Green, KY 42103	Chadwick Martin president	6,251	2,810	–	2,055	11,116	\$287,889,452	138
137	<b>Krause Auto Group</b> (770) 649-5124; krausefamilyford.com	P.O. Box 1249 Alpharetta, GA 30009	Vernon Krause CEO	6,074	4,556	978	3,093	14,701	\$567,147,310	140
138	<b>Stewart Management Group Inc.</b> (313) 432-6200	20844 Harper Ave., Ste. 100 Harper Woods, MI 48225	Gordon Stewart president	5,970	3,468	333	2,040	11,811	\$330,516,622	133
139	<b>Hitchcock Automotive Resources</b> (626) 839-8401; hitchcockautomotive.com	1303 John Reed Court City of Industry, CA 91745	Frederick Hitchcock Jr. chairman & CEO	5,710	3,157	–	1,361	10,228	\$294,961,693	134
140	<b>Don Davis Auto Group</b> (817) 588-5213; dondavisautogroup.com	2366 E. Road to Six Flags Arlington, TX 76011	Robert Howard president	5,621	4,260	–	3,004	12,885	\$360,141,131	145
141	<b>Peterson Auto Group</b> (208) 378-9000; petersoncars.com	9101 W. Fairview Ave. Boise, ID 83704	Brady Peterson president	5,619	4,091	–	1,877	11,587	\$410,092,639	141
142	<b>Bob Baker Auto Group</b> (619) 297-1001; bobbaker.com	5365 Car Country Drive Carlsbad, CA 92008	Chris Baker president & CEO	5,306	2,264	–	1,580	9,150	\$266,321,122	143
143	<b>Ron Marhofer Auto Family</b> (330) 688-6644; marhofer.com	3423 Darrow Road Stow, OH 44224	Ron Marhofer president	5,218	6,786	–	3,279	15,283	\$316,203,092	144
144	<b>Voss Auto Network</b> (937) 428-2422; vossauto.com	332 Congress Park Drive Centerville, OH 45459	John Voss president	5,199	4,952	–	1,704	11,855	\$332,828,430	147
145	<b>Kunes Country Auto Group</b> (262) 728-5544; kunesauto.com	1234 E. Geneva St. Delavan, WI 53115	Gregg Kunes president	5,194	8,807	–	6,705	20,706	\$505,989,545	150
146	<b>Niello Company</b> (916) 643-7300; niello.com	1481 River Park Drive Sacramento, CA 95815	Richard L. Niello Jr. president	5,084	6,633	–	2,057	13,774	\$633,252,685	146
147	<b>Prestige Automotive Group</b> (586) 773-2369; prestigeautomotive.com	20200 E. Nine Mile Road Saint Clair Shores, MI 48080	Gregory Jackson president & CEO	4,981	1,245	1,992	83	8,301	\$306,549,951	139
148	<b>Courtesy Automotive Group</b> (602) 279-3232; houseofcourtesy.com	1233 E. Camelback Phoenix, AZ 85014	William Gruwell president	4,819	5,703	3,127	3,159	16,808	\$548,651,263	148
149	<b>Principle Auto</b> (210) 437-3977; principleauto.com	153 Treeline Park, Ste. 200 San Antonio, TX 78209	Abigail Kampmann CEO	3,619	6,867	–	1,894	12,380	\$447,049,094	149
150	<b>Duval Motor Co.†</b> (904) 354-4000; duvaldealers.com	1725 Memorial Park Drive Jacksonville, FL 32204	Hampton Graham president & CEO	3,576	3,889	3,391	2,828	13,684	\$372,144,989	–

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†Previously Scott-McRae Automotive Group

# INDEX

#1 Cochran Automotive .....	71	Galpin Motors Inc. ....	34	Ourisman Automotive Group .....	29
Ancira Enterprises .....	91	Ganley Auto Group .....	22	Penske Automotive Group Inc. ....	2
Anderson Automotive Group .....	67	Garber Management Group .....	76	Performance Automotive Network .....	37
Asbury Automotive Group Inc. ....	7	Gee Automotive Cos. ....	52	Peterson Auto Group .....	141
AutoFair Automotive Group .....	114	Gettel Automotive .....	65	Phil Long Dealerships .....	105
AutoFocus Inc. ....	134	Gilchrist Automotive .....	131	Phil Smith Automotive Group .....	102
AutoNation Inc. ....	1	Gillman Cos. ....	77	Piazza Auto Group .....	59
Balise Motor Sales Co. ....	61	Greenway Automotive .....	13	Piercey Automotive Group .....	68
Baxter Auto Group .....	33	Group 1 Automotive Inc. ....	4	Potamkin Automotive Group Inc. ....	43
Bergstrom Automotive .....	89	Gunn Automotive Group .....	115	Premier Automotive .....	49
Betten Baker Auto Group .....	130	Headquarter Automotive .....	117	Prestige Automotive Group .....	147
Blaise Alexander Family Dealerships .....	110	Hendrick Automotive Group .....	6	Price Simms Auto Group .....	97
Bob Baker Auto Group .....	142	Herb Chambers Cos. ....	21	Prime Automotive Group .....	11
Bob Moore Auto Group .....	122	Hertlich Family of Auto Dealerships .....	106	Principle Auto .....	149
Bob Rohman Auto Group .....	53	Hitchcock Automotive Resources .....	139	Priority Auto Group .....	44
Bobby Rahal Automotive Group .....	121	Holler Classic Automotive Group .....	116	Ray Catena Motor Car Corp. ....	45
Bommarto Automotive Group .....	70	Holman Automotive Group Inc. ....	23	Reedman-Toll Auto World .....	90
Bornin Auto Group .....	95	Huffines Auto Dealerships .....	101	RFJ Auto Partners Holdings Inc. ....	36
Boucher Group Inc. ....	93	Island Auto Group .....	47	Richardson & Partners .....	120
Bowers Automotive Group .....	124	Jeff Wyler Automotive Family Inc. ....	40	Rick Case Automotive Group .....	39
Braman Dealerships .....	35	JG Auto Group .....	135	RML Automotive .....	28
Byers Automotive Group .....	111	Jim Koons Automotive Cos. ....	14	Romano Auto Dealerships .....	113
Car Pros Automotive Group .....	84	John Eagle Auto Group .....	62	Ron Marhofer Auto Family .....	143
Cardinale Group .....	63	John Elway Dealerships .....	75	Rosatti/Plaza Auto Group .....	69
Carter Myers Automotive .....	112	Kahlig Auto Group .....	51	Rosenthal Automotive Organization .....	87
Cavender Auto Family .....	108	Keating Auto Group .....	50	Rusnak Auto Group .....	86
Chapman Auto Group .....	72	Kelly Automotive Group .....	92	Russ Darrow Group Inc. ....	125
Chapman Automotive Group .....	47	Ken Garff Automotive Group .....	9	Safford Automotive Group .....	129
Ciocca Dealerships .....	107	Ken Page Auto Group .....	66	Sam Pack Auto Group .....	80
Colonial Automotive Group .....	85	Kenwood Dealer Group Inc. ....	79	Sansone Auto Network .....	100
Continental Motors Group .....	118	Keyes Automotive Group .....	19	Serra Automotive Group .....	119
Courtesy Automotive Group .....	148	Krause Auto Group .....	137	Serra Automotive Inc. ....	26
Crain Automotive Team .....	123	Kunes Country Auto Group .....	145	Servco Pacific Inc. ....	17
Criswell Automotive .....	103	LaFontaine Automotive Group .....	57	Sheehy Auto Stores .....	32
Curry Automotive .....	73	Larry H. Miller Dealerships .....	8	Sonic Automotive Inc. ....	5
DARCARS Automotive Group .....	42	Lia Auto Group .....	55	Staluppi Auto Group .....	10
David Wilson Automotive Group .....	12	Lithia Motors Inc. ....	3	Stewart Management Group Inc. ....	138
Don Davis Auto Group .....	140	Lou Fusz Automotive Network Inc. ....	109	Suburban Collection .....	16
Duval Motor Co. ....	150	Mac Haik Auto Group .....	31	Sullivan Automotive Group .....	54
Earnhardt Auto Centers .....	18	Martin Management Group .....	136	Summit Automotive Partners .....	46
Ed Morse Automotive Group .....	98	McCombs Automotive .....	78	Tuttle-Click Automotive Group .....	60
Feldman Automotive Group .....	74	McLarty Automotive .....	30	Victory Automotive Group .....	15
Ferman Automotive Group .....	82	Morgan Auto Group .....	24	Voss Auto Network .....	144
Findlay Automotive Group .....	27	Morrie's Automotive Group .....	99	Waiser Automotive Group .....	56
Fitzgerald Auto Malls .....	88	Mullinax Automotive .....	96	West-Herr Automotive Group Inc. ....	25
Fletcher Auto Group .....	104	Murgado Automotive Group .....	132	Wilde Automotive Group .....	81
Fletcher Jones Automotive Group .....	38	Napleton Automotive Group .....	20	World Auto Group .....	126
Fox Motors .....	83	Niello Company .....	146	World Class Automotive Group .....	64
FRL Automotive .....	127	Noarus Auto Group .....	133	Yark Automotive Group Inc. ....	128
Future Automotive Group .....	94	Open Road Auto Group .....	41	Zeigler Auto Group .....	58

## Want to be considered for the Automotive News 2020 Top 150 Dealership Group List?

### How

Contact the Automotive News Data Center and submit contact information:

- Group name
- Group address
- Contact name, phone number and email address

### When

Surveys are emailed in January. To receive one, submit your group's contact information by Dec. 31, 2019.

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Contact the Automotive News Data Center  
with questions regarding the Top 150 Dealership  
Group List.



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